



MARYLAND'S INCUBATOR UPDATE

Nurturing Maryland's Technology Future

*Most Recent News on Maryland's Business Incubators
Presented by the MBIA (www.MDBusinessIncubation.org)*

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INCUBATOR NEWS

Maryland Technology Development Center (MTDC) Rockville, MD

www.mdhitech.org/entrepreneur

Contact: Duc Duong, email: dduong@md.hitech.org

New and Noteworthy:

- **Montgomery County Executive Douglas Duncan** joined more than 100 government officials and business executives in cutting the ribbon to officially open the **Silver Spring Innovation Center (SSIC)** this month. SSIC is the second technology incubator owned, managed and operated by the Montgomery County Department of Economic Development. The county's first incubator, MTDC, serves both bio and IT companies, while the SSIC focuses primarily on advanced technology industries. The newly constructed 20,000-square-foot building located near the Silver Spring Metro Station was built with funding provided by Montgomery County, the State of Maryland and TEDCO. The County plans to establish seven technology incubators by 2007. In the works are incubators in Germantown, Rockville and the Route 29 Corridor near the new FDA campus.
- The **SSIC** welcomes 11 technology companies from a wide spectrum of fields, including telecommunications, software, homeland security and bio-informatics. The tenants, which began moving into the SSIC in August and together occupy 75 percent of the space, include:

- Apogee Biodimensions – Brenda K. Hattery, CEO
- Cranium Softworks – Amir Khosrodad, CEO
- Flash Talk Communications LLC – Ron Howard, CEO
- Global Translation, Inc. – Michael Garr, CEO
- InfoTech & Telecom Engineering Institute, Inc. – Martin Ma, CEO
- Military To Homes Video Networks – James Welch, CEO
- Mobilaps – Hisham Kassab, CEO
- Mobitrum – Ray Wang, CEO
- Peersat – Roscoe Moore, CEO
- The Radius Technology Group – Christopher Archer, President/CEO
- Truharts Systems – Michelle Deneke, CEO

techcenter@UMBC **University of Maryland Baltimore County**

www.umbc.edu/techcenter

Contact: Walt Schulz, email: wschulz@umbc.edu

New and Noteworthy:

- **Boston Life Sciences, Inc.**, has begun the process of patient enrollment in its Phase III trial of Altropane ® to differentiate Parkinsonian from non-Parkinsonian tremors. This trial is being carried out under a binding Agreement with the FDA regarding the protocol design. Pursuant to this Agreement, the company believes that a successful trial will form the basis for the filing of an NDA and the ultimate approvability of Altropane. The trial will enroll approximately 500 subjects and is expected to require approximately 12 months for completion.
- **Scientific Products & Systems, Inc.**, has begun an extensive sales and marketing campaign for its patented OnePump™ technology, the most precise liquid dispensing system on the market. The push of this campaign begins with inclusion of the North American territory in BASCO Technologies sales and manufacturing agreement. BASCO, a manufacturer of pharmaceutical equipment, has incorporated SP&S' OnePump technology into its product line and is initiating a sales campaign to introduce it to the pharmaceutical and bioscience markets.
- **COLUMBIA Technologies**, which develops and deploys direct sensing tools for the real time mapping of subsurface contamination, last month sent Field Subsurface Sensing teams to California with Dupont, to Texas with the U.S. Navy and to Indiana with BP. A number of the Fortune 100 firms are currently using COLUMBIA's technology.

Chesapeake Innovation Center (CIC) **Annapolis, MD**

www.cic-tech.org

Contact: John Elstner, email: jelstner@cic-tech.org

New and Noteworthy:

- The **Chesapeake Innovation Center (CIC)** has hired Roger London as director of business acceleration in order to help its member companies achieve their milestones even more quickly and efficiently. London, who formerly headed Innovent Nokia's regional office, will be working with CIC COO Mark Sauter to build the systems and provide the consulting that CIC member companies need to develop their businesses. Prior to his work with Innovent Nokia, London's firm TrustOne Capital provided technology firms with corporate finance and merger & acquisition services. He has also helped small technology companies build business and revenue models; create investor presentations; find investor capital; improve financial strategies and structures; negotiate transactions; restructure debt; and evaluate/recruit managers. In addition, his knowledge of the capital markets, investor criteria, liquidity issues and growth/exit strategies has helped many clients form their capitalization plan.
- **Rep. Dutch Ruppersberger** visited the CIC this month to learn more about the process of getting new companies and technologies connected to the homeland security marketplace. He was welcomed and given an overview of the CIC by County Executive Janet S. Owens and CIC CEO John Elstner. He then toured the facility and visited member companies and partner offices within the incubator. Rep. Ruppersberger is a member of the House Government Affairs Committee where he sits on the Subcommittee on National Security, Emerging Threats and International Relations. In addition, he serves on the House Permanent Select Committee on Intelligence where he is a member of

the Subcommittee on Human Intelligence, Analysis, and Counterintelligence; the Subcommittee on Intelligence Policy and National Security; and the Subcommittee on Technical and Tactical Intelligence.

- The **CIC** conducted a 9/11 Remembrance and Business Preparedness Training Session with instructors from the Anne Arundel County Office of Emergency Management and County Fire Department this month. The Center is preparing for a business preparedness and continuity of operations drill and exercise involving its member companies and outside organizations.

Technical Innovation Center (TIC) Hagerstown Community College

www.technicalinnovationcenter.com

Contact: Chris Marschner, email: marschnerc@hcc.cc.md.us

New and Noteworthy:

- The **Technical Innovation Center** held an Advisor/Mentor recruiting and recognition event. The event, which was attended by more than 100 business leaders, also commemorated the center's tenth anniversary of supporting technology-based entrepreneurs in Washington County. Nine individuals and organizations were recognized for their outstanding commitment to providing business development services for early stage firms, including: Dr. Phillip Singerman of TEDCO; Jefry Bohn of Smith Elliott Kerns and Co. LLC; Patricia Halladay of Wright Gardner Insurance; Brien Poffenberger of the Hagerstown Washington County Chamber of Commerce; Tim Troxell of the Hagerstown Washington County Economic Development Commission; Robert Poor and Charles Zemene of the Hagerstown SCORE office; and Alice Growden of the Small Business Development Center, Western Region. Two special "Vision" awards were given to the Board of Washington County Commissioners and the Tri-County Council for Western Maryland.
- **Jefry Bohn**, a CPA and a partner in the firm of Smith Elliott Kerns and Company, LLC, last month provided a lunch program, "Accounting Tips for Small Business." Mr. Bohn followed the seminar with private individual consulting sessions with TIC residents and affiliates.

Emerging Technology Center (ETC) Baltimore, MD

www.etcbaltimore.com

Contact: Ann Lansinger, email: annlansinger@etcbaltimore.com

New Tenant:

- **Futech Technologies, Inc.** – Sherman Davis, CEO and President
Futech Technologies, Inc., a new tenant of ETC@Johns Hopkins Eastern, is a veteran-owned small business concern certified with the U.S. Small Business Administration as a HUBZone firm and with the Maryland Department of Transportation as a Minority Business Enterprise (MBE). Futech provides information technology, engineering and telecommunications services and also has ties with the defense community in providing security engineering and computer support services to defense projects.

New and Noteworthy:

- **Expression Pathology, Inc.**, last month demonstrated that its proprietary Liquid Tissue™ technology has enabled, for the first time, mass spectrometry analysis of proteins in formalin-fixed tissue. This breakthrough unlocks the opportunity to discover and validate biomarkers and drug targets in valuable archived tissue collections where clinical outcomes, such as disease progression, drug response and toxicity, are known. Results from a collaboration with Dr. Timothy D. Veenstra and Dr. Thomas P. Conrads of the National Cancer Institute's Laboratory of Proteomics and Analytical Technologies, SAIC-Frederick, Inc., were presented at the 2004 NIH Research Festival. The company is pioneering technologies and products that enable sensitive, quantitative high-throughput analysis of proteins in archival tissue collections.
- **Alba Therapeutics** has acquired the exclusive rights to a patent portfolio developed by the scientists at the University of Maryland, Baltimore that could hold keys for discoveries for advances in immunology. The protein, zonulin, plays a key role in the body's immune system by serving as a gatekeeper of tissues that opens spaces between cells to allow some substances to pass through while at the same time keeping harmful bacteria and toxins out. Alba Therapeutics is

a biopharmaceutical company dedicated to commercializing synthetic peptide therapeutics and drug delivery adjuvant, based on its ability to open and close tight junctions, transiently, reversibly and physiologically.

- **Visicu**, creator of eICU, will graduate its space at the ETC, which it has occupied since the ETC opened six years ago. The company, which has more than 65 employees, will move into more than 14,000 square feet of downtown office space on East Redwood Street. eICU enables intensivists and nurses to monitor and care for ICU patients through a centralized, high fidelity telemedicine network.
- The **ETC** has added Neil R. Davis as assistant director. Davis will work to offer added services to ETC clients, including monthly seminars focusing on working with venture capitalists and creating employee benefit plans; and bundled services aimed at helping the companies with legal issues, employment practices and branding.
- The **ETC** has installed a new \$50,000 Cisco firewall at its Johns Hopkins Eastern facility, which houses six technology startups. The investment gives the incubator companies the most secure information technology network possible and underscores the program's efforts to combat today's fast-moving and sophisticated Internet worms.

Graduate News:

- **Marinalife, LLC**, which has created a centralized Internet-based reservation system for marinas, is teaming with Amesbury, Mass.-based Maptech to bring a range of navigation and communication tools to boaters on the water. The partnership will allow the two companies to become an online travel agent for boaters by creating navigation charts, making reservations at slips and making dinner and hotel arrangements for boaters after docking.

UPCOMING EVENTS

DXDT Engineering (TIC) – Active Behavior Enhanced Authentication

DXDT Engineering Founder and President Dr. Christopher Hekimian will give a lecture on "Active Behavior Enhanced Authentication," to the Institute of Electrical and Electronics Engineers (IEEE) on **Wednesday, Oct. 6, 2004** at 1 p.m. at Marco Polo Restaurant, 245 Maple Ave. West in Vienna, Va.

DXDT Engineering's VIVA System for interactive television received the Technology Recognition Award in the "Hottest Technology" contest during the Federal Laboratory Consortium Mid-Atlantic regional meeting held in September. DXDT, a tenant of the Technical Innovation Center, provides innovative and practical engineered solutions that improve or automate processes, create value and achieve economic benefits for its clients. Projects are directed towards enhancing defense and homeland security and the improvement of the quality of life for individuals regardless of their abilities. To RSVP, please contact DBooth@ieee.org.

TEDCO, Toucan and NIH to Hold First Neuroscience Technology Showcase

TEDCO and Toucan Capital Corp., along with the National Institutes of Health (NIH), will host "*Innovations in Drug Discovery, Delivery and Diagnostics for Neurodegenerative and Psychiatric Diseases*," on **Thursday, Oct. 7, 2004** at the University System of Maryland, Shady Grove Center at 9630 Guldesky Drive in Rockville.

This is the first neuroscience technology partnering showcase geared toward small businesses and entrepreneurs, as well as larger industrial companies and academia. Attendees will be able to explore neuroscience and neurological disease technologies available for commercial application. Attendees also can learn how to use NIH facilities and expertise to bring products and services to the market. The event will feature presentations from scientists at the National Institute of Neurological Disorders and Stroke (NINDS), the National Institute of Mental Health (NIMH), the National Institute on Drug Abuse (NIDA), the National Institute on Aging (NIA) and the National Institute on Dental and Craniofacial Research (NIDCR). Technology transfer officials also will present information on state funding programs and opportunities to support the further development of technology transfer projects. A panel of NIH staff members will present a workshop on technology collaboration with NIH.

For registration information and requirements, contact Angie Bergeron at 240-453-6267 or abergeron@mdhitech.org. Register by Tuesday, Oct. 5, 2004.

TEDCO – Funding Briefings

TEDCO holds informational briefings to present details of its capital funding programs. The next briefings will be held on **Friday, Oct. 8, 2004** from 2 p.m. to 3:30 p.m. at TEDCO's Columbia offices and on **Friday, Oct. 22, 2004**, from 2 p.m. to 3:30 p.m. at the Chesapeake Innovation Center in Annapolis. The briefings will teach companies how to use TEDCO's capital programs to help develop and transfer technology from Maryland universities and federal laboratories to the marketplace. Companies will learn details of the various programs, eligibility requirements, and guidelines for effective proposals, proposal submission and the review process, among others. Cost is free, but registration is required.

For more information and to RSVP, contact Steve Fritz at 410-715-4166 or info@MarylandTEDCO.org.

techcenter@UMBC – Alex. Brown Center for Entrepreneurship Speaker Series

UMBC's Alex. Brown Center for Entrepreneurship will host Sean Carton on **Monday, Oct. 18, 2004** from 1 p.m. to 2 p.m. in the University Center, Room 310. He will speak about how he cut his path from English and Psychology major to Chief Experience Officer at Carton Donofrio Partners to founding Dean of the School of Design and Communication at the Philadelphia University.

The Entrepreneurship Speaker Series provides a platform for successful entrepreneurs to candidly share their experiences and insights with UMBC students, faculty, alumni and the Baltimore business community. Whiteford, Taylor & Preston sponsors the events. Admission is free. For more information, contact Vivian Armor at armor@umbc.edu.

Other upcoming events include:

- **Saturday, Nov. 27, 2004** from 1 p.m. to 2 p.m. – Suzanne Joyce, owner and president of Techguard Security, a techcenter@UMBC company that is a global provider of innovative network security solutions, security product development, system integration, project management and security services addressing the challenges associated with network security and privacy.

Technical Innovation Center - Navigating Employee Benefits Programs

The Technical Innovation Center (TIC) will present "Navigating Employee Benefits Programs" on **Tuesday, Oct. 19, 2004** from 12 p.m. to 1:30 p.m. The seminar, to be held at the TIC in Room 208, will focus on how to obtain group health benefits for firms as small as two employees. The seminar also will include issues relating to Section 125 plans that use pretax dollars for voluntary supplemental insurance as well as negotiating no cost family friendly employee benefits to make the smaller firm better able to compete in the labor market.

SmartacceleratorSM Course to be offered in Baltimore

UMBC's Alex. Brown Center for Entrepreneurship is pleased to announce its next smartacceleratorSM workshop, featuring as workshop leader Dr. John Holaday, founder of EntreMed, Inc. The workshop will take place from 9 a.m. to 5 p.m. on **Friday, Oct. 22, 2004** and **Wednesday, Oct. 27, 2004** at the techcenter@UMBC in Catonsville.

The smartaccelerator program is for CEOs and senior management teams of start-up technology companies and provides training, networking, introductions to funding sources and technical assistance in order to accelerate the growth and development of the companies. Panel participants will include Terry Chase, president and CEO of Chesapeake Perl; Paul Silber, president of InVitro Technologies, Inc.; Gil Price, CEO of Congressional Pharmaceutical Corp.; Christine Copple, president and CEO of ASM Resources, Inc.; Dr. Bruce Robertson, managing director of Toucan Capital Corp.; Dr. Michael Strauss, angel investor and CEO of Naviscan PET Systems; Bill Gust, managing general partner of Anthem Capital Management; Code Cubitt, associate with Gabriel Venture Partners; and Patrick Huddie, managing member of the Chesapeake Emerging Opportunities Club.

Applications are now being accepted. To learn more, contact Vivian Armor at armor@umbc.edu.

“Independent Entrepreneurs and Giant Enterprises: The David-Goliath Partnership”

William Baumol, professor of economics at New York University and Emeritus professor of economics at Princeton University will discuss “Independent Entrepreneurs and Giant Enterprise” at the UMBC Social Sciences Forum on **Thursday, Nov. 11, 2004** at 4 p.m. at the UMBC Alvin O. Kuhn Library, 7th floor.

For more information, please visit <http://www.umbc.edu/socsforum>.

MARYLAND TECHNOLOGY DEVELOPMENT CORPORATION (TEDCO)

www.MarylandTEDCO.org

TEDCO Expands its Maryland Technology Transfer Fund Program

In order to better serve its target companies, TEDCO expanded its Maryland Technology Transfer Fund (MTTF), a program that provides funding to companies that are commercializing technology in collaboration with universities and/or federal laboratories in Maryland. The TEDCO Board of Directors, at its annual meeting this month, approved raising the cap on its MTTF awards from \$50,000 to \$75,000 beginning Oct. 1, 2004.

The goal of the MTTF is to encourage the transfer of technology between Maryland companies and eligible federal labs or universities. The MTTF program provides funding to an awardee to be used by the company for any approved expenses, including the cost of participation with a federal lab. The MTTF was initially funded in FY ‘01 by a grant of \$460,000 to TEDCO from the Maryland Department of Business and Economic Development (DBED). For FY ‘05 TEDCO has allocated \$1.75 million to the fund due to high demand by the private sector and demonstrated success in previous years.

For more information on the MTTF, please visit www.MarylandTEDCO.org.

The Maryland Technology Development Corporation (TEDCO) has programs that aid and promote state-funded incubators, and federal and university laboratories to increase technology transfer and the development of technology-based businesses. Heidi Sheppard serves as TEDCO’s Manager of Incubator Programs.

MBIA, a private, professional organization, is comprised of managers supervising existing and active business incubators in the State of Maryland. MBIA’s missions are to serve as a united voice for the advancement of business incubation in Maryland and to maintain the growth and viability of business incubation through shared best practices and resources.

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